

Message Text

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FOR ASSISTANT SEC ENDERS

FOLLOWING REPEAT MOSCOW 14534 ACTION SECSTATE INFO

USDOC VIENNA DTD 10 OCT

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LIMITED OFFICIAL USE MOSCOW 14534

E.O. 11652 NA

TAGS: ENRG, EEW, UR

SUBJECT: MOBIL TASK FORCE VISIT TO MOSCOW

USDOC FOR BEWT/USSR AND TDAD

DEPARTMENT PASS FEA FOR JOSEPH BELL

1. MOBIL OIL "TASK FORCE" SPENT WEEK OF OCTOBER 6-10 IN MOSCOW
MEETING WITH SOVIET MINISTRIES AND FOREIGN TRADE ORGANIZATIONS
TO DETERMINE POSSIBLE AREAS OF COOPERATION AND TO GAUGE
COMMERCIAL PROSPECTS FOR MOBIL IN SOVIET MARKET. SCHEDULE WAS
ARRANGED BY STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY (SCST)
AND COMMERCIAL OFFICE AND INCLUDED APPOINTMENTS AT MINISTRY
OIL INDUSTRY, MINISTRY OIL REFINING AND PETROCHEMICAL INDUSTRY,
MINISTRY GAS INDUSTRY, MINISTRY OF GEOLOGY, MINISTRY FOREIGN
TRADE, SOYUZKHIMSPORT, AND SOYUZNEFTEKSPORT (AS WELL AS TWO
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SESSIONS AT SCST). MINISTRY CHEMICAL INDUSTRY DECLINED TO MEET

IN ABSENCE SPECIFIC PROPOSAL FROM MOBIL. "TASK FORCE" CONSISTED OF MOBIL EUROPE VICE PRESIDENT SAMIN BAYDAR (LONDON OFFICE), DIRECTOR MOBIL SALES AND SUPPLY CORP. HAMES P. PEEVEY (LONDON), AND MOBIL AUSTRIA'S AREA MANAGER FOR USSR FRITZ ORASCH (VIENNA).

2. MOBIL REPS STRESSED THAT VISIT WAS BASICALLY FACTFINDING AND NO PROPOSALS WERE PRESENTED TO SOVIET MINISTRIES OR SCST. TASK FORCE PLANS TO REPORT BACK TO CORPORTATE HEADQUARTERS AND OBTAIN HIGH-LEVEL DECISON, PERHAPS WITHIN 6 MONTHS, ON WHETHER TO NEGOTIATE S&T AGREEMENT WITH SCST WITH USUAL PROTOCOLS WITH INDIVIDUAL MINISTRIES. TO DATE MOBIL'S BUSINESS IN USSR HAS MAINLY BEEN LIMITED TO SALES OF LUBRICANTS.

3. AS NEXT STEP MOBIL PLANS TO PRESENT TECHNICAL SEMINAR AT MINISTRY OIL REFINING AND PETROCHEMICAL INDUSTRY WEEK OF NOVEMBER 17, WITH SCST IN ORGANIZING ROLE.

4. COMMENT - MOBIL HAS MAINTAINED A RELATIVELY LOW PROFILE IN USSR WHILE THE OTHERS OF SEVEN SISTERS HAVE BEEN SIGNING COOPERATION AGREEMENTS AND, AS IN THE CASE OF GULF, ENTERING INTO SERIOUS NEGOTIATONS ON MAJOR ENERGY PROJECTS. THIS TASK FORCE VISIT IS AN ATTEMP TO ASSESS THE POSSIBLE ADVANTAGES TO MOBIL FROM AN S&T COOPERATION AGREEMENT WITH SCST.

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